On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address GSA Advantage!® is: GSAAdvantage.gov
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# CUSTOMER INFORMATION

## 1. TABLE OF AWARDED SPECIAL ITEM NUMBERS

<table>
<thead>
<tr>
<th>SIN</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151HEAL/RC</td>
<td>Health Information Technology Services</td>
</tr>
<tr>
<td>54151S/RC</td>
<td>IT Professional Services</td>
</tr>
<tr>
<td>541611/RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>518210DC/RC</td>
<td>Document Conversion Services</td>
</tr>
<tr>
<td>541211/RC</td>
<td>Auditing Services</td>
</tr>
<tr>
<td>611430/RC</td>
<td>Professional and Management Development Training</td>
</tr>
<tr>
<td>OLM/RC</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number:

<table>
<thead>
<tr>
<th>SIN</th>
<th>MODEL NUMBER</th>
<th>FSS PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151HEAL/RC</td>
<td>Health Information Technology Services</td>
<td></td>
</tr>
<tr>
<td>54151S/RC</td>
<td>IT Professional Services</td>
<td></td>
</tr>
<tr>
<td>541611/RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
<td></td>
</tr>
<tr>
<td>518210DC/RC</td>
<td>Document Conversion Services</td>
<td></td>
</tr>
<tr>
<td>541211/RC</td>
<td>Auditing Services</td>
<td></td>
</tr>
<tr>
<td>611430/RC</td>
<td>Professional and Management Development Training</td>
<td></td>
</tr>
</tbody>
</table>

1c. Labor Categories and Descriptions:

**ACTUARY 1**

Description: Provides actuarial and technical services with significant client contact and interaction. Provides substantial actuarial contributions to client presentations. Participates in professional actuarial meetings.

Minimum Education: None
Minimum Experience: 2
Certifications: ASA credential or greater

**ADMINISTRATIVE ASSISTANT 1**

Description: Provides clerical and administrative support to staff. Performs general office, administrative, or computer support duties such as word processing following guidelines, operating standard computer and office equipment and peripherals, collecting information for inclusion in databases, filing, and data entry. Prepares correspondence, reports, and other documentation. Proofreads documents. Performs general administrative duties.

Minimum Education: None
Minimum Experience: none
ADMINISTRATIVE ASSISTANT 2*
Description: Provides clerical and administrative support to staff. Performs general office, administrative, or computer support duties such as word processing following guidelines, operating standard computer and office equipment and peripherals, collecting information for inclusion in databases, filing, and data entry. Prepares correspondence, reports, and other documentation. Proofreads documents. Performs general administrative duties. Additionally, responsible for developing, drafting, writing, and editing reports, briefs, proposals, and other documents.
Minimum Education: None
Minimum Experience: 2

ADMINISTRATIVE ASSISTANT 3*
Description: Provides clerical and administrative support to staff. Adds advanced duties including basic reports and more independence in drafting client correspondence. Responsible for developing, drafting, writing, and editing reports, briefs, proposals, and other documents in support of a client’s requirements. Interfaces with personnel to coordinate meetings, maintain logs, records, and files, provides end-user support, and performs general administrative duties.
Minimum Education: None
Minimum Experience: 5

ATTORNEY 1
Description: Provides review of cases to determine recommendations or decisions for client. No specialized experience beyond legal education required.
Minimum Education: PhD
Minimum Experience: none

ATTORNEY 2
Description: Provides review of cases to determine recommendations or decisions for client. Reviews more complex cases with more specific subject matter. Requires a background in case review.
Minimum Education: PhD
Minimum Experience: 2

ATTORNEY 3
Description: Provides review of cases to determine recommendations or decisions for client. Reviews more complex cases with more specific subject matter. Provides oversight for other attorneys and may be asked to train, manage, or lead a team. Provides advice to other reviewers.
Minimum Education: PhD
Minimum Experience: 5

CASE REVIEW MANAGER 1
Description: Manager or team lead within a review program. Has experience performing reviews and working with other leaders to develop and manage case review processes.
Minimum Education: Bachelors  
Minimum Experience: 5  

CASE REVIEWER 1*  
Description: Entry level case reviewer - performs triage and case set-up  
Minimum Education: None  
Minimum Experience: none  

CASE REVIEWER 2*  
Description: Case reviewer with specialized certification as required by client. Relevant certification examples include - MSCC, CCM, CCS, CPC, CLCP, or CRC and could vary depending on the project.  
Minimum Education: None  
Minimum Experience: 2  
Certifications: MSCC, CCM, CCS, CPC, CLCP, or CRC and could vary depending on the project  

CASE REVIEWER 3  
Description: Potential supervisor or team lead. Case reviewer with specialized certification as required by client. Relevant certification examples include - MSCC, CCM, CCS, CPC, CLCP, or CRC and could vary depending on the project.  
Minimum Education: None  
Minimum Experience: 5  
Certifications: MSCC, CCM, CCS, CPC, CLCP, or CRC and could vary depending on the project  

CHIEF MEDICAL OFFICER 1  
Description: Lead Medical Expert on a large program. Includes providing management and leadership; clinical leadership and education; and other high level executive services. Budget and Management experience preferred.  
Minimum Education: PhD  
Minimum Experience: 5  

COMPLIANCE MANAGER 1  
Description: Experience managing compliance program, including quality, regulatory/policy requirements, and potentially IT security program management.  
Minimum Education: Masters  
Minimum Experience: 5  

CONSULTANT 1  
Description: Provides advice and guidance to leadership and clients. May also manage an operational team.  
Minimum Education: None  
Minimum Experience: 2
CONSULTANT 2
Description: Provides advice and guidance to leadership and clients on a variety of topics. May also manage subject matter experts. May also manage an operational team.
Minimum Education: None
Minimum Experience: 5

CONSULTANT 3
Description: Provides expert advice and guidance to leadership and clients on a variety of topics. Will also manage subject matter experts, consultants, and/or an operational team.
Minimum Education: Masters
Minimum Experience: 7

CONTACT CENTER SPECIALIST 1*
Description: Supports initiation, monitoring, and operations of call center infrastructure. IT and cloud background preferred.
Minimum Education: None
Minimum Experience: none

CONTACT CENTER SPECIALIST 2*
Description: Supports initiation, monitoring, and operations of call center infrastructure. Works with operational leaders to determine needs and supports reporting tasks. IT and cloud background required.
Minimum Education: None
Minimum Experience: 2

CONTACT CENTER SPECIALIST 3*
Description: Manages initiation, monitoring, and operations of call center infrastructure. Determines needs, develops plan to meet them, and supports reporting tasks. IT and cloud background required.
Minimum Education: None
Minimum Experience: 5

CUSTOMER SERVICE REPRESENTATIVE 1*
Description: Call center rep handling basic functions, responding to FAQs and escalating calls as needed
Minimum Education: None
Minimum Experience: none

DATABASE ENGINEER 1
Description: Works with operations team and client to design and/or maintain database and specifications.
Minimum Education: None
Minimum Experience: 5
DEVELOPMENT SPECIALIST 1
Description: Member of development team. Could fill architect, business analyst, coding, or other needs as required by the client.
Minimum Education: None
Minimum Experience: none

GRAPHIC ARTIST 1*
Description: Reviews and prepares documents to ensure 508 compliance. Makes required format and document changes as needed. Prepares documents and templates with appropriate styles to ease compliance work.
Minimum Education: None
Minimum Experience: none

IT SPECIALIST 1
Description: Support staff ensuring desktop, systems, infrastructure, and network support tasks are completed. May include cloud support.
Minimum Education: None
Minimum Experience: none

IT SPECIALIST 2
Description: Support staff ensuring desktop, systems, infrastructure, and network support tasks are completed. May include cloud support. May supervise a small team.
Minimum Education: None
Minimum Experience: 2

IT SPECIALIST 3
Description: Manager or senior support staff ensuring complex desktop, systems, infrastructure, and network support tasks are completed. May include cloud support. May supervise a small team.
Minimum Education: None
Minimum Experience: 5

MEDICAL DIRECTOR 1
Description: Provides Medical oversight of clinical decision making and policy review teams. Provides guidance and training to reviewers on specific topics when needed.
Minimum Education: PhD
Minimum Experience: none

MEDICAL DIRECTOR 2
Description: Provides Medical oversight of clinical decision making and policy review teams. Provides guidance and training to reviewers on specific topics when needed. Interacts with a broad set of stakeholders and provides additional reviews when requested.
Minimum Education: PhD
Minimum Experience: 2
MEDICAL DIRECTOR 3
Description: Provides Medical oversight of clinical decision making and policy review teams. Provides guidance and training to reviewers on specific topics when needed. Interacts with a broad set of stakeholders and provides detailed policy analysis and recommendations as well as clinical support and background.
Minimum Education: PhD
Minimum Experience: 5

NURSE REVIEW MANAGER 1
Description: Manager of medical review process and team. Has experience performing reviews and working with other leaders to develop and manage case review processes. May be program or project manager for small review project.
Minimum Education: Masters
Minimum Experience: 2
Certifications: RN Certified

NURSE REVIEWER 1*
Description: Performs clinical review of cases or claims. Must be able to provide RN license number.
Minimum Education: Associates
Minimum Experience: none
Certifications: RN Certified

NURSE REVIEWER 2*
Description: Performs clinical review of policies, cases, or claims. Must be able to provide RN license number. Has experience performing required reviews.
Minimum Education: Associates
Minimum Experience: 2
Certifications: RN Certified

PAYMENT POLICY SPECIALIST 1*
Description: Set up and maintain Project Accounting in our Management Information System. Generate client invoices per contract each month. Review projects for accurate revenue recognition. Upload completed invoices to client software via online invoice submissions. Obtain all required backup documentation to accompany client invoices. Provide exceptional customer service to both internal and external clients.
Minimum Education: None
Minimum Experience: 2

PAYMENT POLICY SPECIALIST 2
Description: Specific policy experience relevant to the contract required, as well as advanced certifications - such as MSCC, CCM, CCS, CPC, CLCP, CRC, etc. Set up and maintain Project Accounting in our Management Information System. Generate client invoices per contract each month. Review projects for accurate revenue recognition. Upload completed invoices
to client software via online invoice submissions. Obtain all required backup documentation to accompany client invoices. Provide exceptional customer service to both internal and external clients.
Minimum Education: None
Minimum Experience: 5
Certifications: MSCC, CCM, CCS, CPC, CLCP, or CRC and could vary depending on the project

PHARMACIST REVIEWER 1
Description: Licensed and Registered Clinical Pharmacist to perform reviews of cases, policies, or claims. Needs non-retail experience.
Minimum Education: PhD
Minimum Experience: 2
Certifications: Licensed and Registered Clinical Pharmacist

PHYSICIAN REVIEWER 1
Description: Performs clinical review of policies, cases, or claims. Must be board certified and licensed to practice.
Minimum Education: PhD
Minimum Experience: none
Certifications: Must be board certified and licensed to practice.

PHYSICIAN REVIEWER 2
Description: Performs clinical review of policies, cases, or claims. Must be board certified and licensed to practice. Provides history of programs and may review quality or program integrity programs.
Minimum Education: PhD
Minimum Experience: 2
Certifications: Must be board certified and licensed to practice.

PROGRAM DIRECTOR 1
Description: Program Manager for smaller projects managing multiple teams or Deputy Manager for smaller projects or teams.
Minimum Education: Bachelors
Minimum Experience: 5

PROGRAM DIRECTOR 2
Description: Program Manager for moderately complex projects managing multiple teams or Deputy Manager for large, complex projects.
Minimum Education: Masters
Minimum Experience: 5

PROGRAM DIRECTOR 3
Description: Program Manager for large, complex projects managing multi-disciplinary teams.
8(a) Small Disadvantaged Business

Minimum Education: Masters
Minimum Experience: 10

PROJECT COORDINATOR 1
Description: Schedules project milestones, coordinates deliverables, and maintains required documentation. Project management certifications desired.
Minimum Education: None
Minimum Experience: none

QUALITY ANALYST 1*
Description: Analyst dedicated to performing quality reviews of deliverables and operating the quality program. May report to Compliance Officer, Quality Assurance Manager
Minimum Education: None
Minimum Experience: none

QUALITY ASSURANCE MANAGER 1
Description: Develops, maintains, reports on Quality Assurance plans. Manages a team of Quality Analysts.
Minimum Education: None
Minimum Experience: 2

QUALITY ASSURANCE MANAGER 2
Description: Develops, maintains, reports on Quality Assurance plans. Manages a team of Quality Analysts. Works on complex contracts.
Minimum Education: None
Minimum Experience: 5

REPORTING ANALYST 1*
Description: Entry level reporting and data analysis
Minimum Education: None
Minimum Experience: none

REPORTING ANALYST 2*
Description: Reporting and data analysis. Advanced Business intelligence reports and data design.
Minimum Education: None
Minimum Experience: 2

REPORTING ANALYST 3
Description: Reporting and data analysis. Advanced Business intelligence reports and data design. Includes business process reviews and flow chart development.
Minimum Education: None
Minimum Experience: 5
REVIEW MANAGER 1
Description: Manager or team lead within a review program. Has experience performing reviews and working with other leaders to develop and manage case review processes. Clinical or legal certification required (RN, JD, or other as required)
Minimum Education: Bachelors
Minimum Experience: 5

SUBJECT MATTER EXPERT 1
Description: Detailed knowledge of a specific topic tasked with providing expertise to teams or client.
Minimum Education: None
Minimum Experience: 2

SYSTEM SECURITY OFFICER 1
Description: Associate of ISC2 or equivalent, Project / single system focus
Minimum Education: Bachelors
Minimum Experience: none
Certifications: Associate of ISC2 or equivalent

SYSTEM SECURITY OFFICER 2
Description: CISSP or equivalent, Project / single system focus
Minimum Education: Masters
Minimum Experience: 2
Certifications: CISSP or equivalent, Project / single system focus

SYSTEM SECURITY OFFICER 3
Description: CISSP or equivalent, Program / multiple systems focus
Minimum Education: Masters
Minimum Experience: 5
Certifications: CISSP or equivalent, Program / multiple systems focus

TRAINING SPECIALIST 1*
Description: Entry level trainer. Develop SOPs, manuals, training, and lead training.
Minimum Education: None
Minimum Experience: 2

TRAINING SPECIALIST 2*
Description: Develop and lead training. Schedule and maintain classes, work with managers to develop curricula,
Minimum Education: None
Minimum Experience: 5

HEALTH IT DATABASE ENGINEER 1
Description: Works with operations team and client to design and/or maintain database and
specifications.
Minimum Education: None
Minimum Experience: None

HEALTH IT DEVELOPMENT SPECIALIST 1
Description: Member of Health IT development team. Could fill architect, business analyst, coding, or other needs as required by the client.
Minimum Education: None
Minimum Experience: none

HEALTH IT GRAPHIC ARTIST 1*
Description: Assists Health IT Team. Reviews and prepares documents to ensure 508 compliance. Makes required format and document changes as needed. Prepares documents and templates with appropriate styles to ease compliance work.
Minimum Education: None
Minimum Experience: none

HEALTH IT SPECIALIST 1
Description: Health IT Support staff ensuring desktop, systems, infrastructure, and network support tasks are completed. May include cloud support.
Minimum Education: None
Minimum Experience: none

HEALTH IT SPECIALIST 2
Description: Health IT Support staff ensuring desktop, systems, infrastructure, and network support tasks are completed. May include cloud support. May supervise a small team.
Minimum Education: None
Minimum Experience: 2

HEALTH IT SPECIALIST 3
Description: Health IT Manager or senior support staff ensuring complex desktop, systems, infrastructure, and network support tasks are completed. May include cloud support. May supervise a small team.
Minimum Education: None
Minimum Experience: 5

HEALTH IT PROGRAM DIRECTOR 1
Description: Program Manager for smaller Health IT projects managing multiple teams or Deputy Manager for smaller projects or teams.
Minimum Education: Bachelors
Minimum Experience: 5

HEALTH IT PROGRAM DIRECTOR 2
Description: Program Manager for moderately complex Health IT projects managing multiple
teams or Deputy Manager for large, complex projects.
Minimum Education: Masters
Minimum Experience: 5

**HEALTH IT PROGRAM DIRECTOR 3**
Description: Program Manager for large, complex Health IT projects managing multi-disciplinary teams.
Minimum Education: Masters
Minimum Experience: 10

**HEALTH IT PROJECT COORDINATOR 1**
Description: Schedules Health IT project milestones, coordinates deliverables, and maintains required documentation. Project management certifications desired.
Minimum Education: None
Minimum Experience: none

**HEALTH IT SUBJECT MATTER EXPERT 1**
Description: Detailed knowledge of a specific topic tasked with providing expertise to teams or client. Knowledgeable in Healthcare IT systems
Minimum Education: None
Minimum Experience: 2

**HEALTH IT SYSTEM SECURITY OFFICER 1**
Description: Associate of ISC2 or equivalent, Project / single system focus. Supports Health IT team
Minimum Education: Bachelors
Minimum Experience: none
Certifications: Associate of ISC2 or equivalent

**HEALTH IT SYSTEM SECURITY OFFICER 2**
Description: CISSP or equivalent, Project / single system focus. Supports Health IT team
Minimum Education: Masters
Minimum Experience: 2
Certifications: CISSP or equivalent, Project / single system focus

**HEALTH IT SYSTEM SECURITY OFFICER 3**
Description: CISSP or equivalent, Program / multiple systems focus. Supports Health IT team
Minimum Education: Masters
Minimum Experience: 5
Certifications: CISSP or equivalent, Program / multiple systems focus Customer Information Item
2. MAXIMUM ORDER.

The Maximum Order for SINs 541611, 5182100DC, 541211, & 611430 is $1,000,000. The Maximum Order for SINs 54151HEAL & 54151S is $500,000.

3. MINIMUM ORDER.

The Minimum of orders to be issued is $100.

4. GEOGRAPHIC SCOPE OF CONTRACT.

Domestic delivery is delivery within the 48 contiguous states. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

5. POINTS OF PRODUCTION

2300 9TH STREET, SOUTH, PH3
ARLINGTON, VA, 222042320

6. DISCOUNTS:

Prices shown are net prices; basic discounts have been deducted.

7. QUANTITY DISCOUNTS:

None

8. PROMPT PAYMENT DISCOUNTS:

Net 30. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. FOREIGN ITEMS:

Not Applicable
10. TIME OF DELIVERY:
   
   a. Time of delivery: Capitol Bridge will adhere to the delivery schedule stipulated in each delivery order and/or delivery order amendment.
   
   b. Expedited Delivery: Items available for expedited delivery are noted in this price list. Contact Contractor
   
   c. Overnight & 2-Day delivery: Contact Contractor
   
   d. Urgent Requirements: Contact Contractor

11. FOB.

   Destination

12. ORDERING ADDRESS.

   a. Address:
   2300 9TH STREET, SOUTH, PH3
   ARLINGTON, VA, 222042320
   
   b. Procedures:
   For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. PAYMENT ADDRESS

   2300 9TH STREET, SOUTH, PH3
   ARLINGTON, VA, 222042320

14. WARRANTY PROVISIONS

   Not Applicable

15. EXPORT PACKING CHARGES, IF APPLICABLE.

   Not Applicable

16. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR.

   Not Applicable
17. TERMS AND CONDITIONS OF INSTALLATION.
   Not Applicable

18a. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES.
   Not Applicable

18b. TERMS AND CONDITIONS FOR ANY OTHER SERVICES.
   Not Applicable

19. LIST OF SERVICE AND DISTRIBUTION POINTS.
   Not Applicable

20. LIST OF PARTICIPATING DEALERS.
   Not Applicable

21. PREVENTIVE MAINTENANCE.
   Not Applicable

22a. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (E.G., RECYCLED CONTENT, ENERGY EFFICIENCY, AND/OR REDUCED POLLUTANTS).
   Not Applicable

22b. IF APPLICABLE, INDICATE THAT SECTION 508 COMPLIANCE INFORMATION IS AVAILABLE ON ELECTRONIC AND INFORMATION TECHNOLOGY (EIT) SUPPLIES AND SERVICES AND SHOW WHERE FULL DETAILS CAN BE FOUND (E.G. CONTRACTOR’S WEBSITE OR OTHER LOCATION.) THE EIT STANDARDS CAN BE FOUND AT: WWW.SECTION508.GOV/.
   Not Applicable
23. Unique Entity Identifier (UEI) Number

UEI : X5FDXGDACHF5  DUNS : 078508613

24. NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE.

Capitol Bridge is registered in SAM.

FINAL PRICING.

The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

<table>
<thead>
<tr>
<th>SIN</th>
<th>Awarded Labor Category</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>541211, 541611, 611420, 518210DC</td>
<td>Actuary 1</td>
<td>$155.83</td>
<td>$159.57</td>
<td>$163.40</td>
<td>$167.32</td>
<td>$171.34</td>
</tr>
<tr>
<td>541211, 541611, 611420, 518210DC</td>
<td>Administrative Assistant 1*</td>
<td>$32.26</td>
<td>$33.03</td>
<td>$33.83</td>
<td>$34.64</td>
<td>$35.47</td>
</tr>
<tr>
<td>541211, 541611, 611420, 518210DC</td>
<td>Administrative Assistant 2*</td>
<td>$40.25</td>
<td>$41.22</td>
<td>$42.21</td>
<td>$43.22</td>
<td>$44.26</td>
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<td>541211, 541611, 611420, 518210DC</td>
<td>Administrative Assistant 3*</td>
<td>$56.12</td>
<td>$57.47</td>
<td>$58.85</td>
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<td>541211, 541611, 611420, 518210DC</td>
<td>Attorney 1</td>
<td>$95.04</td>
<td>$97.32</td>
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<td>541211, 541611, 611420, 518210DC</td>
<td>Attorney 2</td>
<td>$103.95</td>
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<td>SIN</td>
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<td>Year 1</td>
<td>Year 2</td>
<td>Year 3</td>
<td>Year 4</td>
<td>Year 5</td>
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<td>541211, 541611, 611420, 518210DC</td>
<td>Attorney 3</td>
<td>$118.08</td>
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<td>541211, 541611, 611420, 518210DC</td>
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<td>$80.69</td>
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<td>Case Reviewer 1*</td>
<td>$52.08</td>
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<td>541211, 541611, 611420, 518210DC</td>
<td>Case Reviewer 2*</td>
<td>$58.56</td>
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<td>Case Reviewer 3</td>
<td>$71.53</td>
<td>$73.25</td>
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<td>$78.65</td>
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<td>541211, 541611, 611420, 518210DC</td>
<td>Chief Medical Officer 1</td>
<td>$273.92</td>
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<td>$287.23</td>
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<td>541211, 541611, 611420, 518210DC</td>
<td>Compliance Manager 1</td>
<td>$121.89</td>
<td>$124.82</td>
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26. SERVICE CONTRACT LABOR STANDARDS/SERVICE CONTRACT ACT
MATRIX

"The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide)."

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